

# Ismayil Puthooril

## Sr. Sales Engineer

Juffair, Kingdom of Bahrain



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Well organized and hardworking, focused towards enhancing and mastering the skills needed for the greater end results of the employer's goals. Experienced Senior Sales Engineer with a demonstrated history of working in the business suppliers and equipment industry. I aspire to be the best in what I do, or part of the top team in what I specialize in.

## Experience

### 1. Sr. Sales Engineer - MACE - Bahrain

August 2018 – Present

- Leads the team (Sales, Installation, and maintenance teams) to be proactive with customers.
- Coaches the team members to achieve better results through best practices.
- Ensures adequate resources to achieve the short- and long-term targets.
- Motivates & inspires the team & individual to high performance.
- Identifies and builds relationships to key decision makers such as clients, consultant and main contractors potential new targets and influencers.
- Develop strong relationships by building trust through knowledge, integrity, and understanding the customer perspective.
- Dealt with critical problems, major customer complaints or issues that may be escalated and ensure prompt action or decisions for timely resolution.
- Responsible for quotation, place the order, technical assistance, delivery, installation, after sales service, inventory, and procurement.
- Executed major projects in Bahrain from bidding, until the equipment commissioning including after sales services.
- European branded Material Handled: Automatic Revolving door, Automatic Sliding door, Security turnstiles and Building maintenance units.

### 2. Sales Engineer - Haji Ali Haji Co. W.L.L. - Bahrain

April 2016 – July 2018

- Very well relationship Bahrain major contractors, consultant, and clients.
- Capable of establishing new, and maintaining existing, relationships with customers.
- Materials handled with LV and MV cables, Busbars, GI conduits and accessories, Busducts.
- Follows up order to ensure list of materials ordered are correct and completed by deadline.
- Follow-up key customers and add new customers with new leads, compromise quality and arranging materials as per their requirements.
- Plan Daily meetings and submit weekly and monthly report to Division Head and Co-ordination with Purchase & Accounts Department to meet customer requirements.

### 3. Maintenance Engineer - Hasan & Habib Sons of Mahmood CO. W.L.L - Bahrain

February 2012 – March 2016

- Responsible for Installation, commissioning of machine, plants & equipment.
- As per ISO22000 standard write a SOP of new equipment's and undertake scheduled maintenance and instruct department persons during breakdown maintenance.
- Work in handling hydraulics/pneumatics, compressors, pumps, metal detectors, automatic packing line, Air conditioners, Freezers and chillers, cold room storage, automated bakery machineries, juice filling machineries, mechanical washers, and industrial ovens.

- Handling and controlling purchase order of the department.
- Supervision of maintenance in Reverse Osmosis plant and ensure water quality.
- Place a service contract for all equipment items maintained by an external agent.
- Monitors the use and inventories of spare parts, maintenance supplies, equipment and initiate reordering when necessary.
- Dealt with critical problems, major customer complaints or issues that may be escalated and ensure prompt action or decisions for timely resolution. Team member of emergency response activity team.

**4. Design Engineer** - Amazon Envirotech Pvt.Ltd. - Bangalore, India  
December 2009 – November 2011

- Exposed to piping designing of STP and ETP plant using codes and standards by analyzing drawing layouts and process and instrumentation diagram of the concerned project.
- After analysis of layouts and sections, equipments such as Pumps, Agitators, Clarifier mechanisms, Filters etc. will be placed at suitable places as per the space requirement.
- After placing these equipments inside or outside the layout piping routing will be carried out simple, neat and economically to all tanks with pipe racks at specific elevation as per space constraints.
- After piping routing BOQ will be prepared.

## Education

**B-Tech. in Mechanical Engineering** from **Govt. Engineering College, Calicut University** in the year **2005-2009**

Certificate course in **Piping Engineering** from **College of Engineering Trivandrum** in the year **2009**

## Skills

- Self-motivated individual • Marketing Sales, business & Product development • Excellent communication skills • Strategy & Teamwork • Leadership • Ability to manage department and organization skills • Engineering • Negotiation with Suppliers, Agencies and Client etc. • Project Management & execution • Problem solving and adaptability • M/c installation, Planning • Inspection, M/c troubleshooting faults • Documentation • Strategic Marketing and Sales, Brand Development, Purchasing.

## Computer Skills

- AutoCAD 2D and 3D • FAME • SAP • CEASER 11 • CAEPIPE.
- Proficient with computer literate such as Microsoft Word, Microsoft Excel, Power point and Internet.

## Personal Data

Nationality	Indian
Passport No	S6626136
CPR No	860560899
Gender	Male
Date Of Birth	25/05/1986
Marital Status	Married

## Licenses:-

Bahrain driving license No	860560899
Indian driving license No.	MT/4298/06

**Languages:** English, Arabic, Hindi and Malayalam

## Declaration

I hereby clarify that information provided above is true to my belief and knowledge.

**Ismayil**